

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 AID-05 XMB-02 TRSE-00

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COM/BIC/OED/MEPD/JHEAGEN ACT DIR

COM/BIC/OIM (INFO COPY)

COM/MARAD/NPAKIS (SUBS)

AID/SER/CFS/MDILEGGE (DRAFT)

AID/SER/ENGR/JZEDALIS (SUBS)

EXIMBANK/JCAPETS (SUBS)

EUR/SER/SDELABAREE (INFO)

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P 041653Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

AMCONSUL THESSALONIKI PRIORITY

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E.O. 11652: N/A

TAGS: BENC, GR

SUBJECT: COUNTRY-FINANCED SERVICES: THESSALONIKI PORT
DEVELOPMENT

REF: (A) ATHENS 0850; (B) THESSALONIKI 0038;

(C) THESSALONIKI 0037; STATE 017822

1. APPRECIATE POSTS' TIMELY REPORTING THIS PROJECT. INFO
PARA ONE REF A RAISES NUMBER QUESTIONS REQUIRING
CLARIFICATION. FOR EXAMPLE, TO WHAT EXTENT DO MARTIER
RECOMMENDATIONS AXIOS "EUROPORT" COVER SAME GROUND
FEASIBILITY STUDY FOR WHICH VALALAS HAS ASKED MARAD
SPECIALIST PAKIS PREPARE RFP? DOES VALALAS AND
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THESSALONIKI PORT AUTHORITY HAVE GOG APPROVAL CONTRACT

PROPOSED FEASIBILITY STUDY WITH CONSEQUENT EXPENDITURE
FOREIGN EXCHANGE? PLEASE ADVISE.

2. ASSUMING VALALAS AUTHORITY CONTRACT FEASIBILITY STUDY,
REAFFIRM OUR EARLIER SUGGESTION THAT EMBASSY AND CONGEN
INFORM APPROPRIATE GOG OFFICIALS EXIMBANK WILLINGNESS
CONSIDER APPLICATION FINANCE 85 PERCENT COST OF FOREIGN
EXCHANGE COMPONENT OF STUDY. THIS APPROACH INTENDED ALERT
GOG THAT U.S. FINANCING GOOD POSSIBILITY, EVEN THOUGH
INITIATIVE WOULD HAVE TO COME FROM GOG AFTER PROPOSALS
RECEIVED AND FIRM PRICE ESTABLISHED. U.S. FIRMS COULD,
OF COURSE, INCLUDE PRELIMINARY COMMITMENT AS PART OF
THEIR PROPOSALS. IF WE WAIT UNTIL RFP SENT TO VALALAS,
THIS MAY RESULT IN THIRD COUNTRY FINANCE PROPOSAL OR GOG
APPROACH TO IBRD (INTERNATIONAL COMPETITION) OR EUROPEAN
INVESTMENT BANK (EXCLUSION U.S. FIRMS). AGREE TRADE
MISSION MEMBERS SHOULD BE APPRISED POTENTIAL
OPPORTUNITIES TEMPORARY CONTAINER FACILITIES PIER 5, AS
RECOMMENDED BY PAKIS, AND PIER 6 CONSTRUCTION; HOWEVER,
INAPPROPRIATE MISSION RAISE EXIMBANK FINANCING SINCE
NONE OF CONSULTING ENGINEERING FIRMS IN CONTACT WITH
VALALAS (THESSALONIKI 674) REPRESENTED ON MISSION.

3. AID ENGINEER GROCEMAN WILL ARRIVE ATHENS O/A
FEBRUARY 5 ON RETURN FROM AMMAN AND WILL CONTACT EMBASSY.
EMBASSY MAY WISH USE GROCEMAN EXPERTISE PORT PROJECTS IN
DISCUSSING THESSALONIKI WITH GOG AND AS INDICATION USG
CONTINUED INTEREST THIS PROJECT. AID ENGINEERING HAS
AGREED ASSIST PAKIS, AS REQUIRED, WITH PREPARATION RFP.
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